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Exam : **C_C4H47_2503**

Title : SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2

Version : DEMO

1.As a Sales Representative, you want to access all your to-do items such as Tasks, Leads, Opportunities and Call Lists in a single place.
What capability in SAP Sales Cloud Version 2 enables this?
A. Guided Selling Workspace
B. Activity Manager
C. Task Manager
D. Digital Selling Workspace
Answer: D

2.Which of the following are the standard out-of-the-box forecast Categories for Opportunities in SAP Sales Cloud Version 2? Note: There are 3 correct answers to this question.
A. Expected
B. Pipeline
C. Committed
D. Forecasted
E. Best Case
Answer: B C E

3.What are considerations used for lead scoring? Note: There are 3 correct answers to this question.
A. Lead source
B. Lead status
C. Lead type
D. Lead priority
E. Lead owner
Answer: A C D

4.Which of the following options represent a valid Master Data entity for a B2B scenario in SAP Sales Cloud Version 2? Note: There are 2 correct answers to this question.
A. Account
B. Contact
C. Group
D. Individual Customer
Answer: A D

5.When creating a new Business User, what pre-requisites are required? Note: There are 2 correct answers to this question.
A. The Employee has to exist
B. The Organizational Structure has to exist
C. The security policy has to be assigned
D. A unique Email ID belonging to the Business User
Answer: A D